

I-4 Ultimate Project

RFQ Question and Answer Matrix #4 (Issued on March 19, 2013)

(Questions Submitted Between March 15, 2013 and March 18, 2013)

No.	Issue	Section	Question/Comment	FDOT Response
1.	Form C-1	Form C-1	<p>Could FDOT please confirm that the level of Equity Member's participation should or can be indicated in thousands of United States Dollars and in the following format:</p> <p>\$[total amount of equity of the project]</p> <p>(\$[amount of company's participation]; %[●] shareholding of the project company)</p>	Confirmed. Please also see revised language in RFQ Addendum No. 2, Form C-1, footer 8.
2.	SOQ Due Date	Section 4.2	We are quite keen to understand more about this project and be a part of the same. Towards this, we would seek and an extension of time by at least three weeks for submission of RFQ for proper compilation of required credentials and sending it across to your office.	Please see response to RFQ Q&A Matrix #3, Question 15.
3.	Letter of Parent Company Support	Section 5.2.1.2 (f)	<p>Is it the correct understanding that every Equity Member and every Non-Equity Member which is subsidiary of another company will have to submit a Letter of Parent Company Support under section 5.2.1.2 (f)?</p> <p>Please clarify further that Guarantors can also be used in relation to Major non-Equity Members for their specific obligations in the Project and not only in relation to equity commitments of the proposers as specified in Q&A nr. 9?</p> <p>What will make a parent company a Guarantor for the purpose of the RFQ? Will the parent company have to submit a declaration in this respect?</p>	<p>Yes.</p> <p>Yes - please see RFQ Addendum No. 2, Section 5.2.1.3(m).</p> <p>A parent company may be a Guarantor if the strength of the parent's qualifications are needed to support the subsidiary's financial qualifications or desired to support the subsidiary's technical qualifications.</p> <p>In order to be considered as a Guarantor, the entity's qualifications must be included in the SOQ, and FDOT may require the Guarantor to execute a guarantee, in form satisfactory to</p>

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				<p>FDOT, guaranteeing the subsidiary's performance and obligations.</p> <p>Please see revised language in RFQ Addendum No. 2 (Form B and Section 5.2.12(i)).</p>
4.	Format	Section 5.1	<p>We note that Section 5.1 states, "With the exception of financial submittals required under Section 5.2.1.2, each Proposer shall submit one (1) original and twenty (20) copies (for a total of twenty-one (21)) of its SOQ in loose-leaf three-ring binders. Each Proposer shall submit one (1) original and nine (9) copies (for a total of ten (10) copies) of the financial submittals required under Section 5.2.1.2 in loose-leaf three-ring binders. To help protect the confidentiality of financial and proprietary information, Proposers shall submit Volume 1 and Volume 2 of the SOQ in separate sealed packages. Proposers shall provide all confidential material in Volume 2."</p> <p>Could FDOT please confirm our understanding that Proposers are required to submit one (1) original and nine (9) copies of the entire 'Volume 1: Section 2 – Financial' (i.e. not just the non-confidential financial statements, but the entire SOQ non-confidential response to RFQ Section 5.2.1.2) as well as one (1) original and nine (9) copies of the entire 'Volume 2: Confidential Proprietary Information – Financial', while one (1) original and twenty (20) copies are needed for all other submissions (i.e. 'Volume 1: Section 1 – General and Legal', 'Volume 1: Section 3 – Technical', and 'Volume 2: Confidential Proprietary Information – Technical')?</p>	Confirmed.
5.	Financial Statements	Section 5.2.1.2(d)	<p>We note that Section 5.2.1.2(d) states, "Financial statements (except to the extent confidential [non-public companies] and therefore included in Volume 2) shall be provided in a separate notebook."</p> <p>Could FDOT please confirm our understanding that non-confidential financial statements as described in Section 5.2.1.2(d) are to be included in a separate, non-confidential binder from the other submissions required in the main 'Volume 1: Section 2 – Financial' binder?</p>	Confirmed with respect to hard copies. Electronic copies of the financial statements are also required under Section 5.1.
6.	Pass/Fail	Section	Would FDOT please consider reducing the minimum participation of	Minimum participation level for

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		6.2(e)(iv)	Lead Operations and Maintenance Firm's joint venturers in reference projects to 30% to mirror the reduction from 50% to 30% in their minimum participation on Project's O&M scope? These requirements are mirrored for finance, design and construction. We believe this is a more relevant threshold especially in the instances where Concessionaire's is best suited, based on market experience and know-how, to self-perform O&M obligations	project experience is 30% – please see Section 6.2(e)(iv), first bullet.
7.	Form C-2	Form C-2	This form requires certification to be given by the Chief Financial Officer of the entity in question regarding the summary financial information presented. Please confirm that for those entities that do not have a specific position “Chief Financial Officer”, certification by a Director of the Board of the corporation is sufficient.	Either the Chief Financial Officer or Treasurer or, if no such position exists for an entity, an individual who serves in an equivalent capacity (whose title must be specified), shall provide the Form C-2 certification. Please see revised language in RFQ Addendum No. 2.
8.	Form F	Definition of “Affiliate”	With regards to the definition of “Affiliates” in Form F – Certification, required under Section 5.2.1.1(d) of the RFQ, [firm] cannot make representations on behalf of “joint venturers and partners, and other financially liable parties” for the questions in this form, as these comprise companies outside of the [firm group] that we have no rights or access to the information that would be needed to diligence these companies for form F. As such, our representations made on Form F will extend only to [firm group] entities and we will modify the definition of “Affiliate” in the form to reflect this. Please confirm whether this is acceptable under the RFQ requirements.	Please see revised language in RFQ Addendum No. 2. Proposers shall not modify the definition of “Affiliate” on Form F.